

Sponsorship Commitment

Company Name

Contact Person

Phone Number

Email Address

Sponsorship Commitment

- ☐ Platinum Sponsor \$ 5,000
- ☐ Gold Sponsor \$ 3,000
- ☐ Silver Sponsor \$1,000
- ☐ Industry Improvement \$500
- ☐ Program Sponsor \$250
- ☐ Network Sponsor \$125

Please make check payable to:

Donato Consulting, Inc.

Send check with form to:
ADOT DBE Conference
c/o Donato Consulting, Inc.
PO Box 1027
Vail, AZ 85641

PH: (520) 731-8154
FAX: (520) 731-8112

Credit Card Payment Option

Name (as it appears on the card)

Billing Telephone Number

Billing Zip Code

Card Type

☐ Visa ☐ MasterCard

Credit Card Number

Security Code _____

Expiration Date _____

Amount Authorized: \$ _____

Authorized Signature

Fax completed form to Donato
Consulting, Inc. at (520) 731-8112.

Points of Contact

ADOT DBE Supportive Services Program
Ralph "Gonz" Gonzales, Program Manager
PH: (602) 712-7761
E-mail: rgonzales@azdot.gov

Donato Consulting, Inc.
Kathi Donato, Conference Coordinator
PH: (520) 731-8154
E-mail: adotevent@yahoo.com

April 21-22, 2009
Desert Willow Conference Center
Phoenix, Arizona

2009 Sponsors Guide



PARTNERING THROUGH DIVERSITY
ADOT ANNUAL DBE CONFERENCE

We hope you can participate in a big way!

Dear Partner in Diversity:

Arizona Department of Transportation (ADOT) DBE Supportive Services has scheduled its fifth annual "Partnering Through Diversity" conference for April 21st & 22nd at the Desert Willow Conference Center in Phoenix, Arizona.

This conference is loaded with sessions designed to help your vendors and subcontractors develop more effective business practices, get information they need to do business with you, and make the contacts that can lead to bidding on transportation projects.

We invite your company to invest in the growth and success of Arizona's DBEs by being a sponsor of the conference. Acting early will ensure we have adequate time to include you in the conference materials that will be distributed to each participant upon registration.

Thank you for your serious consideration in supporting the "Partnering Through Diversity" conference.

Sincerely,

Kathi Donato, Conference Coordinator
Donato Consulting, Inc.

Joe Donato
Donato Consulting, Inc.



DONATO CONSULTING INC
520-731-8154

Conference Highlights:

Our key features are sure to appeal to even the most savvy subcontractors:

Concurrent Training Sessions—To make it easier for small business owners to get the training they need in one day, we are offering four concurrent training sessions that address topics such as Office Management, Bidding and Estimating, Business Development, and Contract Management. ADOT is keeping the registration cost to only \$25 per person so that a company can bring the right personnel to the sessions.

2009 Networking Matchmaker—In here, you're the star! Buyers, prime contractors, government agencies are all in one place to discuss business opportunities with waves of small business owners. At last year's conference, we counted over 250 people coming through to network and discuss business opportunities.

Hands-On Bidding Lab—With the help of Granite Construction, we are offering an intense half-day session which walks participants through each step of the IFB process—from scouting the job to negotiating the subcontract. This session is great as a refresher or for new project development staff.

Community Panel—An open and frank dialogue, this session brings together the agencies, prime contractors, and small businesses affected by regulations, disparity studies, and the business climate affecting transportation construction in Arizona.

Sponsorship Opportunities

Platinum Conference Sponsor \$5,000

- Limited to one Sponsor. Recognized as the Platinum Sponsor in all printed materials and session introductions.
- Recognized as the Platinum Sponsor on-screen at the Networking/Matchmaker Event
- Sponsors welcoming remarks at Welcome Reception/Awards banquet
- Provides panel representative for Community Roundtable
- 10 full conference registrations (which can be used by sponsor staff or distributed to DBE vendors)
- 12-ft of exhibit space at Networking/Matchmaker Event
- First choice of location of tables at the Networking/Matchmaker Event
- Individualized signage with logo displayed throughout the conference
- Full-page advertisement in conference materials

Gold Conference Sponsor \$3,000

- Recognized as the Gold Sponsor in all printed materials
- Recognized as a Gold Sponsor in the power point presentation for the Networking/Matchmaker Event
- Eight full conference registrations
- Signage with logo at Networking/Matchmaker Event
- Exhibit table at Networking/Matchmaker Event
- Signage with logo displayed throughout the conference
- Full-page advertisement in conference materials

Silver Conference Sponsor \$1,000

- Recognized as a sponsor in all printed materials
- Recognized as a Silver Sponsor in the power point presentation for the Networking/Matchmaker Event
- Six full conference registrations
- Signage with logo at Networking/Matchmaker Event
- Exhibit table at Networking/Matchmaker Event
- Half-page advertisement in conference materials

Industry Improvement Sponsor \$500

- Four full conference registrations
- Signage at Breakfast Plenary Session
- Exhibit table at Networking/Matchmaker Event
- Listed in the Conference program

Program Sponsor \$250

- Two full conference registrations
- Exhibit table at Networking/Matchmaker Event
- Listed in Conference Program

Network Sponsor \$125

- One full conference registration
- Exhibit table at Networking/Matchmaker event